

University Deans

Room 305 EOB

0930-1030, 17 Nov. 77

A. Pleasure to have opportunity to meet this AM.

- Talking at Universities

o DePauw/Wabash/plan more

o Purpose three fold:

- 1) increase understanding of what IC  
is/does/national need for intelligence;
- 2) acquaint with changes in IC: e.g.,  
greater openness/greater oversight;
- 3) explain the nature of CIA relationships  
on campus.

o Hoping by this to:

- remove some of mystique of CIA activities
- encourage students to consider spending  
some time in government service - and  
for a few - service in the CIA.

B. As preface/background, before discussing what kind  
of young people the CIA is hoping to hire this coming  
year, I would like to characterize for you - most  
candidly - the nature of CIA relationships on campus  
today. They fall into two categories:

- 1) recruiting of students, and
- 2) contractual relationships with faculty.

Students - as you know, CIA recruiters come  
to your campus -

- only with your express knowledge  
and approval
- overtly
- just as recruiters from industry  
or other government agencies.

Faculty -

- Do engage to write/do research
- popular view - any relationship with CIA  
is improper
- led to unhealthy reduction in contact -  
hope to expand
- one of great national resources is our free  
universities. We have as great a stake as you  
in keeping them that way.
- don't want undermine by:
  - o influencing curriculum or teaching
  - o tarnishing image

Thus no relationships - paid or unpaid  
to prejudice teaching responsibilities;  
nor use academic status.

- Within these limits - lots of room

o Sovietologist

Question of revealing relationship

(Harvard Guidelines)

o Benefits - two ways

o Archeology

- Lateral entry - some cases hire professors directly - need some mature/analytic skills for senior positions in Agency.
- Inviting small groups university presidents to come to Agency to discuss this relationship as well as for us both to gain a better understanding of each others goals and problems.

C. With that as background - what are we looking for?

- Handouts - self explanatory except last entry on first page under remarks (right column). Career Trainee Program is the training program for overseas intelligence officers.
- Can make some generalizations:
  1. Looking primarily for masters degrees in the sciences and engineering.
  2. Receive 10,000 inquiries  
4,000 applicants  
400 hired

- of those, 35% Liberal Arts

65% Specialized (Eng, Chem, Econ, Law, etc)

3. Chances for hire:

1/2 of hires have BA

- of those who apply with BA,

o if no experience: 10% chance (have only  
grade point average going for them)

o with experience: 40% chance

1/4 of hires have MA

- of those who apply with MA,

o if no experience: 15% chance

o with experience: 90% chance

1/8 of hires have PhD

Same chances as with MA

4. Salary expectations:

2/3 hired at \$12,000 - 15,000

BA \$12,000

MA \$15,000

PhD \$18,000

Each 2-3 years experience +\$1,500

5. Qualities we are looking for are:

- Interest in foreign affairs

- Intellectual abilities - academic record

- Analytic and writing skills

- Cutting edge - academic major

D. Questions

STAT

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